

Message Text

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PAGE 01 LAGOS 05447 020809Z
ACTION AF-10

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FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 8220
INFO C/USDOC WASHDC
AMCONSUL IBADAN
AMCONSUL KADUNA

UNCLAS LAGOS 05447

E.O. 11652: N/A
TAGS: BEXP, NI
SUBJECT: PROPOSED CHICAGO AUTOMOTIVE EXPORTERS CLUB MOTOR
X VEHICLE MAINTENANCE AND ACCESSORIES IOGA TRADE MISSION

REF: A) STATE 75674: B) 77 LAGOS A-73: C) 77 LAGOS A-39

1. EMBASSY VERY INTERESTED IN SUPPORTING PROPOSED IOGA MISSION. CONDITIONS OF NIGERIAN MOTOR VEHICLE MAINTENANCE MARKET DESCRIBED MORE FULLY IN REPAIRS, BUT IN BRIEF, IT CAN BE DESCRIBED AS LARGE AND GROWING. IMPORTS IN 1977 OF MOTOR VEHICLE SPARE PARTS ALONE HIT DOLS 466 MILLION. MISSION MEMBERS SHOULD COME PREPARED TO DISCUSS DIRECT INVESTMENT IN MOTOR PVARTS PER REF B.

2. INTERESTINGLY, IN THIS LAND OF WATER AND POWER SHORTAGES, THERE IS ALSO STRONG DEMAND FOR AUTOMATED CARWASH EQUIPMENT. HISTORICALLY, DEMAND FOR SOPHISTICATED EQUIPMENT LIKE WHEEL ALIGNMENT (AS LAGGED BEHIND REST OF MOTOR VEHICLE MARKET DUE TO VNONCHALANCE OF NIGERIAN PUBLIC REGARDING MAINTENANCE. THIS ATTITUDE COULD CHANGE AS OIL BOOM FEVER EBBS AND PEOPLE BECOME INTEERESTED IN LENGTHENING THE LIFE OF VEHICLES WHICH NOW AVERAGE 2-3 YEARS.

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3. EXCLUDING SEPTEMBER 29 WHICH IS NIGERIAN NATIONAL DAY AND OCTOBER 9, COLUMBUS DAY, EMBASSY RECOMMENDS THAT MISSION VISIT LAGOS IN FIRST HALF OF OCTOBER, DUE TO LIKELY ABSENCE OF RESPONSIBLE EMBOFF IN SECOND HALF. EMBASSY APOLOGIZES FOR THE LATENESS OF THIS RESPONSE, PARTIALLY OCCASIONED BY APRIL PRESIDENTIAL VISIT.
WYMAN

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NNN

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